Message Text

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PAGE 01 STATE 118775 ORIGIN COME-00

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EXCON

E.O. 11652: XGDS-1

TAGS: ESTC, COCOM, CZ

SUBJECT: DUTCH DISC PACKS TO CZECHOSLOVAKIA - IL 1565/1572

REFS: (A) COCOM DOC.(77)298; (B) COCOM DOC.(77)221 AND (C) STATE 59622

- 1) USDEL IS REQUESTED TO CONFER WITH DUTCH DEL RE THE SIMILARITIES BETWEEN REFS (A) AND (B) AND ASCERTAIN WHETHER THEY ARE COMPETITIVE OR TWO COMPLETELY DIFFERENT TRANSACTIONS. IF THE FORMER, EITHER REF (A) OR REF (B) SHOULD BE WITHDRAWN. (GIVEN THE BACKGROUND INFORMATION IN PARA 2 BELOW AND THE APRIL 11 COMMITTEE CONCURRENCE IN REF (B), WE BELIEVE THE DUTCH SHOULD WITHDRAW IF THESE TWO SUBMISSIONS ARE IN FACT COMPETITIVE TRANSACTIONS.)
- 2) 3M FILED BEWT 201277 (REF B) ON AUGUST 31, 1976, FOR THE EXPORT OF 200 TYPE 906-20 DISK PACKS TO FILMOVE CONFIDENTIAL

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LABORATORE FOR RESALE TO TESLA-PARDUBICE FOR USE ON TESLA 200 COMPUTERS. THESE 200 DISC PACKS REPRESENTED A TWO YEARS SUPPLY AND WOULD BE SOLD BY FILMOVE TO TESLA-PARDUBICE ON A AS-NEEDED BASIS. THIS APPLICATION WAS RWA'D FOR ADDITIONAL INFORMATION AND RESUBMITTED BY 3M ON SEPTEMBER 3, 1976. ACCORDING TO OUR INFORMATION, THESE 200 906-20'S WERE TO BE USED SOLELY ON TESLA COMPUTERS LOCATED BY PARDUBICE

AND NONE (REPEAT) NONE WERE TO BE SOLD FOR USE ON TESLA COMPUTERS LOCATED ELSEWHERE -- THIS FACTOR IS AT VARIANCE WITH THE END-USE GIVEN IN REF (A) AND MAY INDICATE THAT REF (A) IS A COMPLETELY DIFFERENT TRANSACTION. WE WERE ABLE TO IDENTIFY ONLY TWO TESLA 200 COMPUTERS AT PARDUBICE AND AFTER REVIEW, IT WAS CONCLUDED THAT 25 PACKS PER COMPUTER WERE REASONABLE AND THE 200 FIGURE ORIGINALLY INCLUDED IN REF (B) WAS REDUCED TO 50 BY REF (C). THE US REQUEST (REF B) RECEIVED COCOM CONCURRENCE ON APRIL 11, WHEREAS THE DUTCH CASE WAS TABLED ON APRIL 25.

- 3) US TECHNICIANS REGARD THE 3M 906-20 DISC PACKS TO BE COMPARABLE TO THE NORMAN MAGNETICS 1316. IF REF (A) IS A DIFFERENT TRANSACTION, WE WOULD BE WILLING TO REVIEW IT ON MERITS. USDEL, HOWEVER, SHOULD INFORM THE DUTCH DEL THAT GIVEN THIS COMPARABILITY FACTOR, WE MIGHT HAVE TO IMPOSE THE SAME RESTRICTIONS ON REF (A) AS WE DID ON REF (B) -- 25 PACKS PER COMPUTER IDENTIFIED AT PARDUBICE -- UNLESS, OF COURSE, THE DUTCH SUBMIT ADDITIONAL INFORMATION SUPPORTING THE NEED FOR A LARGER NUMBER OF PACKS. IN THAT CASE, WE WOULD, IN ALL FAIRNESS, HAVE TO REASSESS THE 3M TRANSACTION.
- 4) IF THE DUTCH WISH TO PURSUE REF (A), THE ANSWERS TO THE FOLLOWING QUESTIONS WOULD HELP IN OUR ASSESSMENT: (1) HOW MANY TESLA COMPUTERS ARE INVOLVED IN THE TRANSACTION; (2) IDENTIFICATION OF THE DISC DRIVES ASSOCIATED WITH CONFIDENTIAL

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THOSE COMPUTERS; (3) ARE THE 1316 DISC PACKS MEDIA COMPATABLE WITH THE DISC DRIVES; (4) ARE ALL THE COMPUTERS ACTUALLY INSTALLED AT TESLA-PARDUBICE; AND (5) IF NOT, OR IF COMPUTERS WITH THE DISC PACKS ARE INTENDED FOR USE AT OTHER LOCATIONS, THE END-USERS NEED TO BE IDENTIFIED BY NAME, ADDRESS, AND NATURE OF ACTIVITY. VANCE

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